

## Message Text

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ACTION COME-00

INFO OCT-01 EUR-25 NEA-14 ISO-00 EB-11 MC-02 AID-20 XMB-07

OMB-01 CIEP-03 TRSE-00 CAB-09 CIAE-00 COME-00 DODE-00

DOT-00 INR-11 NSAE-00 RSC-01 FAA-00 PM-07 H-03 L-03

NSC-07 PA-04 PRS-01 SP-03 SS-20 USIA-15 DRC-01 /169 W

----- 091509

R 201145Z SEP 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 398

INFO AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY LONDON

FAA BRUSSELS

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DEPT PASS COMMERCE FOR COHEN AND EXIMBANK FOR YOUNG

E.O. 11652: N/A

TAGS: EAIR, SA

SUBJECT: CIVAIR - SAUDIA REEQUIPMENT

REF: BEIRUT 11120 AND BEIRUT 5181

1. IN ADDITION TO BBC AND BEIRUT PRESS INDICATIONS  
FINAL TRANSACTION THIS MORNING, RCAA WAS OFFICIALLY  
INFORMED BY R. C. ZINN, LOCKHEED-CALIFORNIA L-1011  
CUSTOMER PROGRAM DIRECTOR (MID-EAST), WHO WAS DIRECTLY  
INVOLVED IN FINAL CONTRACT NEGOTIATIONS JIDDA, THAT  
SAUDIA (SAUDI ARABIAN AIRLINES) ON SEPT. 16 SIGNED  
DEFINITIVE SALES CONTRACT COVERING ONE L-1011-100 TRISTAR  
AND ONE L-1011-200 TRISTAR. CONTRACT WAS SIGNED BY  
SAUDIA'S DEPUTY CHAIRMAN, PRINCE TURKI, AND LOCKHEED-  
CALIFORNIA'S PRESIDENT, DUANE WOOD. VALUE OF ORDER  
ESTIMATED HERE AT \$100 MILLION SINCE CONTRACT ALSO IN-  
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CLUDES RETROFIT KITS TO CONVERT SAUDIA'S FIRST THREE

L-1011-100 TRISTARS TO L-1011-200 CONFIGURATION AT  
LATER DATE. (FIRST TWO L-1011-100 TRISTARS WERE ORDERED  
BY SAUDIA ON MAY 4 IN CONTRACT VALUED AT \$77 MILLION).

2. TOTAL VALUE FOUR SAUDIA TRISTARS ESTIMATED HERE  
AT APPROXIMATELY \$177 MILLION, INCLUDING UK CONTENT  
(RB.211 ENGINES AND SHORT BROTHERS & HARLAND NACELLES)  
OF ABOUT 20PCT. DELIVERY DATES SAUDIA'S FOUR TRISTARS  
WILL BE AS FOLLOWS: FIRST L-1011-100, JUNE 1975;  
SECOND L-1011-100, JULY 1975; THIRD L-1011-100, MAY 1976;  
FOURTH L-1011 WILL BE -200 WITH UPRATED RB.211-524 ENGINES,  
MAY 1977. SUBSEQUENTLY, FIRST THREE L-1011-100'S WILL BE  
UPGRADED WITH RB.211-524 ENGINES (48,000 LBS. TAKEOFF THRUST)  
CONVERTING THEM TO L-1011-200'S. RB.211-22B ENGINES ORIGINALLY  
EQUIPPING FIRST THREE TRISTARS WILL BE TAKEN BACK BY  
ROLLS-ROUCE IN EXCHANGE FOR THE NEW RB.211-524'S.

3. RCAA CONVERSATIONS ON BOARD TRISTAR DEMONSTRATOR  
YESTERDAY WITH P.A. NORMAN, COMPANY MARKETING DIRECTOR,  
ROLLS ROYCE (1971) LIMITED, LONDON, INDICATES THAT SAUDIA  
ORDER DEFINITELY SIGNALS HMG 50PCT PARTICIPATION L52  
MILLION FINANCING NECESSARY TO GO INTO FULL PRODUCTION  
RB.211-524 ENGINES. THIS WILL COVER L-1011-200 PROGRAM  
BUT WILL NOT COVER BOING 747-200B PROGRAM (ESTIMATED AT  
AN ADDITIONAL L28 MILLION) UTILIZING RB.211-524 ENGINES  
TO MEET AN INITIAL BRITISH AIRWAYS REQUIREMENT FOR SIX  
MORE 747'S (GROWING TO POSSIBLY 20-30 BY 1980).  
THIS AIRCRAFT, GROSSING 800,000 LBS. TAKEOFF WEIGHT,  
WOULD PRESUMABLY HANDLE BRITISH AIRWAYS'  
SCHEDULED SERVICES LONDON-AUSTRALIA WITH ONE STOP ONLY,  
IN ADDITION TO OTHER LONG-RANGE ROUTES SUCH AS ENHANCED  
PAYLOAD CAPABILITY LONDON-LOS ANGELES. MR. NORMAN  
INDICATED THAT ROLL-ROYCE CHAIRMAN SIR KENNETH KEITH  
MEETING IN NEW YORK THIS WEEK WITH T. WILSON, BOING  
CHAIRMAN, TO PERSUADE BOING TO CONTINUE INITIAL EFFORTS  
TOWARDS MODIFYING BOEING 747-200B DESIGN FOR RB.211-  
524 ENGINES.

4. US TRANSPORT AIRCRAFT SALES 1974, THIS REGION, NOW  
TOTAL \$411 MILLION WITH INDICATIONS THAT \$600 MILLION  
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FIGURE MAY BE REACHED BY END OF YEAR IF  
EXPECTED SALES TO GULF AIR, KUWAIT AIRWAYS, AND ALIA ROYAL  
JORDANIAN MATERIALIZE. FURTHER, RCAA STILL FEELS LOCKHEED-  
CALIFORNIA IS STILL VERY MUCH ALIVE IN SALES CONFRONTATION  
WITH AIRBUS INDUSTRIE A-300B4 FOR THREE WIDEBODIED  
AIRCRAFT FOR SYRIAN ARAB AIRLINES WHICH SHOULD BE  
SETTLED WITHIN NEXT MONTH.  
GODLEY

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## Message Attributes

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